SMALL BUSINESS PANEL **Guest Speakers**

Tracey Pinson

Director of Small & Disadvantaged **Business Utilization** Office

Office of Small and **Disadvantaged Business Utilization Office of the Secretary of the Army**

George F. Hrubecky President

Nordic Systems, Inc.

Patricia Myers

President

Arrow Manufacturing

James Donaldson

Director of Marketing

MIL-MAR Century Corporation

Dorothy S. Lashmett President

4L Holdings LLC

Joseph P. Brady

Chief of Small & Disadvantaged Business Utilization Office

U.S. Army Communication

- Electronics Command



Army Prime Contract Awards FY 01

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	TOTAL DOLLARS	ACHIEVED	NAT'L GOAL
US Business	\$33,652		
Small Business	\$ 9,133	27.1%	23.0%
Small Disadvantaged Business	\$ 3,066	9.1%	5.0%
Women-Owned	\$ 1,341	4.0%	5.0%
HUBZone Small Business	\$ 539	1.6%	2.0%
Service Disabled Veteran-Owned SB	\$ 68	0.2%	3.0%



Army Subcontract Awards FY 01



	TOTAL DOLLARS	ACHIEVED	GOAL
US Business	\$3,397		
Small Business	\$1,924	56.6%	62.5%
Small Disadvantaged Business	\$ 305	9.0%	5.0%
Women-Owned	\$ 285	8.4%	5.0%

Dollars Shown in millions



Challenges to the Small Business Program



- Consolidation and Bundling
- •GSA Schedules
- Credit Cards
- Government-wide Acquisition Contracts
- Regionalization of Contracting



FY 02/03 ARMY SADBU FOCUS



- HQDA Realignment
 - –Army Acquisition Agency
 - –Installation Management
- PEO/PM Program Support
- OSD AT&L Reinvention Memo

NORDIC SYSTEMS INC.



DS-1 TURRET FITTED TO M113 APC (Desert Storm) designed, manufactured & tested in 9 days



USAF RE-FURBISH CONTRACT For 94 Units on P-20 AFFF & Turret



US ARMY TACOM - M969/M970 TRAILERS 2500+ Gear Driven Refuelling Reels



USAF HYDRANT REFUELLING Refuelling Reels



NORDIC SYSTEMS INC.



For MILITARY - the End Users
For OEM's - Prime contractors - Our Customers

SMALL SIZE = SOME LIMITATIONS - Help us Overcome them + MANY STRENGTHS - Take Advantage of them



ACRONYMS • Gov-Speak (Alphabet Soup) - duplications

• Efficient for many - not usually for small businesses



COMMERCIAL PRODUCTS • **Regularly** visit **commercial** trade shows and see latest features, products & solutions that **we supply** w/o large R & D staffs

• By necessity we find solutions - quickly - to survive.



COMMERCIAL VS MILITARY REQUIREMENTS • Understand the commercial items you see & how they relate to **your requirements** It may or **may not** meet your needs



MAINTAIN TECHNICAL COMPETENCIES • Defend & value technicians' career path to prevent political / bureaucratic decisions from degrading forces capabilities to secure best gear

QUICK RESPONSE • Fewer decision making layers.



NORDIC SYSTEMS INC.



INNOVATIVE SOLUTIONS • Not restrained by past practices or *perceived* biases of superiors or internal "experts" - which can veto potential solutions

We offer "State-of-the-art" technology Untainted by Not-Invented-Here loyalists.

COSTS • Our top priority is *customer service* and *products*. We have very flexible, unusually broad based skilled employees w*hich enables us to offer great price - performance.*



OWNER OPERATED – Our reputations & fortunes at stake

We're committed to Provide the best quality products with exceptional service - it's our top priority.

It's MORE than a JOB - it's our life & livelihood -







George F. Hrubecky, President Nordic Systems Inc.







Electronic Manufacturing Services



Differences Become Strengths

Government

Small Business

SBGOV

Bogged Down	Light-Footed	Quick Responses
Slow Approvals	Quick Turn	Customer Service
Red Tape	Less Red Tape	Flexibility
Specific Requirements	Options = Savings	Buying Power
Difficult Communication	Easy Access	Availability
Government Jargon	Layman Terminology	Advanced Communications
More Resources	Less Resources	New Ideas & Connections



Battery Tester & Indicator Lighted Display



Combining Resources Enhances Knowledge & Ideas



SUMMARY

Small Business and GOV

A Partnership that Works

- **S** = SMALL = FLEXIBLE
- **B** = BIGGER or BETTER CONTROL
- G = GOV/SPEAK
- ORGANIZATION OF CUSTOMER'S JOB
- V = VERSATILE

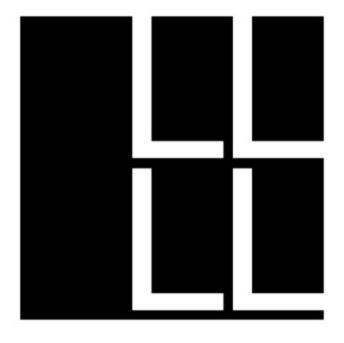
NDIA 2002 Tactical Wheeled Vehicle Conference

JAMES C. DONALDSON
DIRECTOR OF MARKETING
MIL-MAR CENTURY CORP.
JANUARY 28, 2002

M M C MIL-MAR CENTURY CORP.

DANCING WITH THE ELEPHANT

- WHO DETERMINES DIRECTION
- WORKING PROGRAMS WITH REVOLVING PERSONNEL
- CONTINUING CAPABILITY EDUCATION
- MILITARIZATION OF COMMERCIALLY AVAILABLE ITEMS
- FLEXIBILITY AND PATIENCE
- SOLUTION SIDE OR PROBLEM SIDE OF ISSUES



Dorothy S. Lashmett, President 4L Holdings LLC





Choosing To Climb the Mountain

Focus on the "X" Factors:

- Extra Effort and Commitment
- Extra Cooperation and Understanding of Other Parties
- Extra Discipline
- Extra Innovation and Agility
- Extra Optimism
- Extra Satisfaction



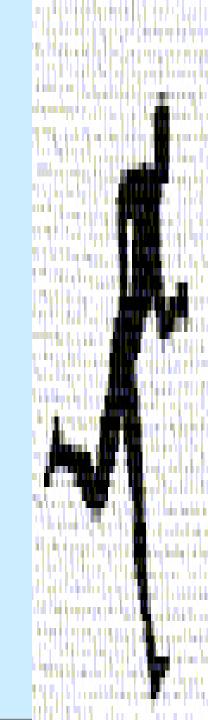


Product Example: Sideboard Kit



NDIA 2002 Tactical Wheeled Vehicles Conference

JOSEPH P. BRADY CHIEF, SADBU OFFICE JANUARY 28, 2002



Small Business In The Government

- Takin' It To The Streets
- Marketing Small Businesses Through SADBU Association Database
- Small Business Development Through Large Business
- SADBU Conferences In Conjunction With Command APBI